

Message Text

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PAGE 01 STATE 270894

60

ORIGIN COME-00

INFO OCT-01 ARA-06 ISO-00 EB-07 /014 R

DRAFTED BY COM/BIC/OED/MEPD/JN RANDOLPH/CF

APPROVED BY EB/OCA/CM/JSIMMONS

COM/BIC/OED/MEPD/JMSANDS, DIR.

COM/BIC/OIM/BRP/WSUGG (INFO)

ARA/APU/ABRAZEAL

----- 022910

P 150034Z NOV 75

FM SECSTATE WASHDC

TO AMEMBASSY ASUNCION PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, PA

SUBJECT: MAJOR PROJECT: AIRPORT PRE-INVESTMENT STUDIES

REF: ASUNCION 4485

1. COMMERCE MAJOR PROJECTS (MEPD) DISCUSSED SUBSTANCE REFTTEL WITH RUFUS PHILLIPS, CHAIRMAN AIRWAYS (WEBB IN SAUDI ARABIA). ACCORDING PHILLIPS, IBRD'S ZATTERSTROM FELT AIRWAYS DEFICIENT IN INTERPRETATION SCOPE OF WORK PROPOSING MORE THAN REQUIRED FOR PRELIMINARY SITE ANALYSIS. PHILLIPS CERTAIN IBRD WOULD NOT ALLOW ANY PROPOSAL AMENDMENTS. AIRWAYS BEST PROSPECT VIS-A-VIS BRIAN COLQUHOUN AND JAC WOULD BE FOR ANAC REJECT ALL PROPOSALS, REQUESTING RESUBMISSION NEW PROPOSALS LATER DATE. THIS GENERALLY CLIENT'S OPTION. EMBASSY MAY WISH SUGGEST THIS APPROACH DEFENSE MINISTRY. PHILLIPS OPINED ANY USG APPROACH IBRD LIKELY TO BE COUNTER PRODUCTIVE.

2. FYI. IECO'S CHIEF OF AIRPORTS DEPARTMENT HAD
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TOLD MEPD OCTOBER 31 FIRM FELT IT HAD 50-50 CHANCE

OBTAINING STUDY CONTRACT WITH COMPETITION BCEOM.
ASSESSMENT BASED IECO CONTACTS IN GOP FROM ITAIPU
PROJECT VS. NUMBER ANAC PERSONNEL TRAINED IN FRANCE
AND KNOWN BY BCEOM. ACCORDING IECO REP, HIS FIRM
AND BCEOM ONLY ONES VISIT SITES PRIOR SUBMITTING
PROPOSALS. END FYI.

3. PLEASE ADVISE DEVELOPMENTS.
KISSINGER

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NNN

Message Attributes

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Margaret P. Grafeld
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